

Message Text

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PAGE 01 STATE 225915
ORIGIN COME-00

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DRAFTED BY COMM/NOAA/NMFS: M MILAZZO:JJ
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COMM/NOAA/NMFS: M KRAVANJA
STATE-EUR/CE: E LAUDERDALE 632-0415
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FM SECSTATE WASHDC
TO AMCONSUL BREMEN
AMCONSUL DUSSELDORF

UNCLAS STATE 225915

E.O. 11652: N/A

TAGS: EFIS, GW

SUBJECT: U.S. FISHERY EXPORTS TO THE FRG

REF: 1) BREMEN 350 OF JUNE 9, 1978; 2) STATE 006711 OF
JANUARY 10, 1978; 3) BREMEN 006 OF JANUARY 4, 1978

1. THE NATIONAL MARINE FISHERIES SERVICE (NMFS), NOAA,
COMMERCE ACKNOWLEDGES RECEIPT OF REQUEST IN REFTEL 1
FOR NAMES OF U.S. SUPPLIERS OF FISHERY PRODUCTS TO THE
KAUFHOF DEPARTMENT STORE COMPANY. ROBERT NORDSTROM,
FOREIGN MARKET PROMOTION SPECIALIST IN THE DEVELOPMENT
DIVISION (F21) OF THE OFFICE OF UTILIZATION AND
DEVELOPMENT, HAS RESPONDED TO SUBJECT REQUEST BY
SURFACE MAIL, WHICH BREMEN SHOULD RECEIVE SHORTLY.
NORDSTROM'S LETTER INCLUDES NAMES AND ADDRESSES OF
SEVERAL DOZEN U.S. FIRMS WHICH MAY BE INTERESTED IN
SUBJECT TRADE OPPORTUNITY.

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PAGE 02 STATE 225915

2. NMFS LONG AGO INFORMED MARKETING OFFICERS IN THE
NORTHEAST REGION (GLOUCESTER, MASS.) OF THE LOBSTER
EXPORTING TRADE OPPORTUNITY DESCRIBED IN REFTELS
2 (PARAGRAPH 6) AND 3. THE LACK OF RESPONSE IS DUE
TO SHORTNESS OF LOBSTER SUPPLIES ON U.S. MARKET.
THE U.S. IMPORTED MORE THAN A QUARTER OF A BILLION

DOLLARS OF LOBSTER PRODUCTS OF ALL TYPES (AMERICAN AND SPINY; FRESH, FROZEN, AND CANNED) IN 1977 TO MEET STRONG DOMESTIC DEMAND. WITH THIS SUPPLY SITUATION, THERE IS OBVIOUSLY VERY LITTLE, IF ANY, SURPLUS LOBSTER AVAILABLE FOR EXPORT. NEVERTHELESS, NMFS APPRECIATES THE FACT THAT BREMEN NOTICED THE ABSENCE OF RESPONSES AND APOLOGIZES FOR NOT INFORMING BREMEN EARLIER AND SPECIFICALLY THAT SUPPLIES WERE NOT AVAILABLE FOR EXPORT MARKETS. CHRISTOPHER

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